



Trio's Residential Brokerage Services Referral Agreement ("Trio Broker Referral Agreement")

Trio Residential, LLC ("Referring Firm") refers Trio Leasing, LLC and its affiliated property holding companies ("Buyer") (collectively or individually "Trio") to _____, "Broker". Broker asserts that it is licensed to conduct business in: _____ (Fill in Licensed States). As outlined in this Trio Broker Referral Agreement ("Agreement"), referral fees are due from Broker to Referring Firm for representing Buyer or Trio referred customers on closings, "Referred Business".

Business to be Conducted: Trio operates a residential home lease financing program offering 1 to 5 year financing through the use of a residential lease with an option to purchase using its proprietary OwnOption Mortgage. Brokers earn commissions for working with their clients to find a qualified home and financing their home with Trio. Additionally, Trio provides referrals to approved participating brokers from consumers contacting Trio directly ("Referrals"). This Agreement outlines the referral fee due to Trio for representing Buyer or Trio related referrals upon the closing of related properties.

Referral Fee: Broker shall pay Referring Firm a referral fee and/or transaction fee in accordance with the attached Trio Agent Compensation addendum. Fees shall be paid to Trio Residential, LLC through closing and included in the Commission Disbursement Form prepared by Broker (a copy of which shall be provided to Referring Firm prior to closing). Should the fee owed not be paid by escrow then Broker shall pay the Referral Fee directly to Referring Firm within three business days of closing at the address noted below.

Other Business: Should a Referral not close a transaction with Trio, then for 12 months following the date of referral of a customer from Trio, Broker agrees to pay the Referral Fee to Referring Firm on all other business generated from said Referral (i.e. rental commission, selling office commission, listing office commission). Should Broker not pay a Referral Fee for any other business related to a Referral, and Trio subsequently discovers a commission was paid to Broker related to a Referral, then Broker shall be obligated to pay 50% of the commission to Referring Firm.

Re-Leasing and Listing Fees: Referring Firm agrees to pay Broker 50% of one month's lease payment for re-lease listings. Referring Firm and Broker agree to negotiate terms on a good faith basis for any for sale listing on a case-by-case basis as determined at that time.

Customer Default Provision: Should the Broker refer a customer to Trio that leads to a completed transaction with Trio financing with Broker having received compensation, and that customer later defaults on their Trio Lease obligation within six months of their having moved in the home, then Broker agrees to discuss with Trio the reasons and damages for said default as well as introduce suggested methods for preventing such future defaults.

Dedication of Resources: Broker agrees to provide all necessary resources as required to represent Trio, customers, Referrals and other parties involved in each transaction with professionalism and with respect to those requirements for doing business with Trio as outlined the attached Trio Agent Compensation addendum. Trio agrees to support Broker with the following: training of Broker's agents; providing a marketing tool kit for



Broker's use; and support introductions from Broker to lenders, builders and others as deemed suitable by Trio. It should be noted that customers are rewarded with certain disclosed discounts when working with Brokers that have gone through official training with Trio and passed Trio's exam for designation as a Trio Preferred Agent. Broker acknowledges that Trio provides said information to industry professionals through its website www.trioresidential.com.

Trio's Broker Representation Agreement: Should Broker be interested in expanding its relationship with Trio beyond this Agreement it can request for an opportunity to review and respond to Trio's Request for Proposal for Trio's Broker Representation Agreement. Trio may or may not have such an opportunity available.

Term: This Agreement shall be binding upon all parties for an initial term of 12 months. Thereafter, this Agreement shall continue for subsequent 12 month periods from the date of any Referral unless terminated in writing by either party. Upon termination, any transactions in progress will be completed under these agreed upon terms.

Agreed and Accepted

Referring Firm

Trio Residential, LLC

By: _____ Date: _____

Darryl Lewis
Its: Designated Broker

Broker

Name: _____

Signature: _____ Date: _____
Its Designated Broker

License #: _____



Trio Agent Compensation Addendum: How Broker Compensation Works

Agent Compensation: For each Trio closing, one of Trio’s designated holding companies is the buyer, and Trio Residential, LLC is the representing and referring broker of record for every Trio transaction. Upon Trio’s review of the property and acceptance of the contract, Trio proceeds with financing by having the contract assigned to its named buying entity. Brokers receive negotiated commissions on each closing less a 25% transaction fee paid to Trio Residential. Further, Agents and/or approved Brokerages having been trained in the Trio program and that pass the required test with training will receive the designation of Trio Preferred Agent (“TPA”); this designation will benefit customers with a credit to their required Trio program fees of up to \$400. TPAs must remain active by closing a contract with Trio at least once every 6 months. All forms and program information for Agents can be found at www.trioresidential.com. The table below provides more detail for Agent compensation scenarios.

Scenario	Preferred Agent	Non-Preferred Agent
Trio refers client to agent Client selects home with agent Client signs Trio lease and home closes	25% Referral Fee Paid to Trio \$400 Credited to Client	Not Eligible*
Agent refers client to Trio Client selects home with agent Client signs Trio lease and home closes	25% Referral Fee Paid to Trio \$400 Credited to Client	25% Referral Fee Paid to Trio \$0 Credit to Client
Lessee purchases the home from Trio as a result of Trio’s purchase option	No Agent Commissions Are Paid	No Agent Commissions Are Paid

Procuring Cause: Brokers and their Agents participating with Trio acknowledge and agree that Trio and its designated holding entities are the buyers on every transaction and Trio Residential is the referring broker and Procuring Cause. Brokers and their agents understand that individual customers are not purchasing homes directly, rather Trio is the buyer through its designated holding entities.

Broker and Agent Requirements for Doing Business with Trio:

- 1 - Approach Clients with Enthusiasm and Treat Them with Respect
- 2 - Assist Clients with Home Search and Directly Show Clients Homes
- 3 - Write Purchase Contract with Clients; Include Trio Addendum or Approved Language
- 4 - Provide Executed Contract and CMA to Trio with Selected Home
- 5 - Work with Clients through Home Inspection; Provide Copy to Trio
- 6 - If applicable, review HOA Documentation and Highlight Any Rental Restrictions
- 7 - Complete Purchase Contract Assignment from Clients to Trio
- 8 - Work with Trio and Trio’s Lender to Coordinate Appraisal plus Any Appraisal Adjustments



- 9 – Accompany Home Inspector for Pre-Closing Inspection and Notify Trio it was Completed After
- 10 - Provide Trio with a Copy of the Commission Disbursement Form Provided to Escrow
- 11 - Collect and Distribute Keys, Garage Remotes and Other Home Specific Items to Clients
- 12 - Complete Client Move-in Walkthrough and Provide Copy to Trio
- 13 - Provide Feedback on Social Media and Picture of Customers and New Home

Should Agent fail to perform any of these requirements then Trio will provide written notice (via email) to Agent and Agent's brokerage. Should Agent continue to not perform as requested, then the Agent is subjected to dismissal from the transaction representing Trio, Trio will replace the Agent with another agent of its choosing, and the transaction is then subject to a 50% referral fee.

Agent Personal Transactions: Agents wishing to use Trio to finance a personal residence must use a TPA and are ineligible to represent themselves due to the inherent conflicts of interest.